

Message Text

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INFO OCT-01 NEA-09 ISO-00 EB-07 RSC-01 /018 R

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COM/BIC/CAGNE/PBHALE

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P 222135Z JAN 75

FM SECSTATE WASHDC

TO AMEMBASSY JIDDA PRIORITY

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E.O. 11652 N/A

TAGS: BEXP, SA

SUBJECT: TYPE I BUILDING MATERIALS AND CONSTRUCTION

EQUIPMENT TRADE FAIR -- RIYADH NOVEMBER 2-7, 1975

REF: STATE 251559

BEIRUT FOR RTDO/LE FEAVER

1. USDOC PROCEEDING WITH PLANNING FOR SUBJECT EXHIBITION IN NOV. TIME FRAME. INTEREST FROM POTENTIAL EXHIBITORS IS EXTREMELY HIGH. LITTLE PROBLEM ANTICIPATED FILLING 50 EXHIBITOR SHOW IF PLANNING PROCEEDS REPIDLY. PROCUREMENT SHOULD BEGIN MARCH 1, 1975 TO PROVIDE REQUIRED SHIPPING TIME OF EXHIBIT EQUIPMENT.

2. DUE APPARENT CONTINUING DIFFICULTY OBTAIN SUITABLE SITE FOR EXHIBITION USDOC/RTDO BEIRUT CONTACTED MBM INTL, 2 PARK AVE., NEW YORK, N.Y. 10016. MBM CONSIDERING CONSTRUCTION OF BUILDING RIYADH APPROPRIATE FOR COMMERCIAL EXHIBITIONS. MBM HOPES TO LOCATE SAUDI ENTREPRENEUR TOSPONSOR PROJECT AND UNDERWRITE CONSTRUCTION COSTS. HENRI BOUTIN AN AMERICAN INVESTMENT BANKER REPRESENTING MBM EXPECTED ARRIVE RIYADH AND CONTACT EMBASSY WITHIN 2 WKS. USDOC ADVISED BOUTIN INVITED MEET WITH HIGH LEVEL SAG OFFICIAL WHO HAS INDICATED

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INTEREST IN PROJECT. USDOC UNDERSTANDS BOUTIN INTENDS

EXPLORE POSSIBILITY LAND FOR BUILDING WOULD BE PROVIDED BY
SAG. BOUTIN WOULD PROMOTE ARRANGEMENT WHEREBY OWNERSHIP OF

BUILDING AND SITE WOULD REVERT AFTER EXHIBITION TO SAG
BUT USDOC COULD BE GRANTED RIGHTS USE FACILITY FOR
SPECIFIED NUMBER ADDITIONAL EXHIBITIONS DURING PERIOD
TIME AGREEABLE ALL PARTIES.

3. APPARENT ABSENCE GUARANTEES OF AVAILABILITY OF EXIST-
ING BUILDING AND APPROPRIATE FOR EXHIBITION RESULTS OUR
CONCLUSION MBM PROPOSAL SHOULD RECEIVE PRIME CONSIDERATION.

4. EMBASSY SHOULD CONSIDER DIRECTOR RTDO BEIRUT AS
PRINCIPAL USDOC MID-EAST CONTACT ON SUBJECT EXHIBITION
PRIOR TO ARRIVAL IN RIYADH ABOUT 8/1/75 OF EXHIBITION
MANAGER.

5. POST ACTION REQUESTED:

A. USDOC WOULD APPRECIATE ASAP ASSURANCE POST HAS GAINED
FIRM AUTHORIZATION APPROPRIATE SAG OFFICIALS HOLD SUBJECT
EXHIBITION AND REASONABLE GUARANTEES OF SAG ASSISTANCE
CUSTOMS, VISA APPLICATIONS, WORK PERMITS AND OTHER
POTENTIAL PROBLEM AREAS.

B. POST APPROVAL TENTATIVE PROPOSED EXHIBITION DATE NOV.
2-7, 1975 OR SUITABLE ALTERNATE.

C. USDOC WOULD APPRECIATE IDENTIFICATION ONE OR PREFER-
ABLY TWO FREIGHT FORWARDERS CAPABLE HANDLING SHIPMENTS
TO/FROM SITE IN RIYADH.

D. USDOC GRATEFUL ANY ASSISTANCE POST CAN OFFER MBM INTL.,
AND BOUTIN.

E. REQUEST POST ADVISE USDOC MOST PROPITOUS TIME AFTER
2/15/75 TO ASSIST DIRECTOR RTDO BEIRUT MAKE ANY ADDITIONAL
NECESSARY PRELIMINARY ARRANGEMENTS. KISSINGER

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